

## Message Text

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INFO OCT-01 EUR-12 ISO-00 EB-08 L-03 OMB-01 TRSE-00  
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C O N F I D E N T I A L STATE 201424

E.O. 11652: GDS

TAGS: EEWT, GE

SUBJECT: MEETINGS OF THE US-GDR INFORMAL TASK FORCE

REFS: (A) STATE 141655 (B) STATE 161718 (C) BERLIN 6426  
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SUMMARY: US-GDR INFORMAL TASK FORCE PROPOSED JUNE 15  
DURING HARMAN/BEIL MEETING AT COMMERCE MET JULY 13 AND 19.  
DISCUSSIONS COVERED TRADE PROMOTION, A GDR PROPOSAL TO  
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DESCRIBE ITS COMPENSATION TRADING SYSTEM TO BEWT, TRANS-  
MISSION AND REVIEW OF THE LIST REQUESTED BY BEIL OF DATA  
THAT BEWT BELIEVES U.S. MEMBERS OF THE US-GDR TRADE AND  
ECONOMIC COUNCIL MIGHT FIND USEFUL TO HAVE PUBLISHED IN  
THE COUNCIL'S PLANNED TRADE PUBLICATION, AND STATISTICAL  
DISCREPANCIES BETWEEN U.S. AND GDR REPORTING OF BILATERAL  
TRADE. DAS REICH URGED MOVEMENT ON THE COUNSULAR CON-  
VENTION NEGOTIATIONS. OTTMAR, HEAD OF U.S. SECTION OF THE  
COUNCIL, HAD BEEN ALERTED TO POSSIBLE ANTI-TRUST  
QUESTION REGARDING THE COUNCIL BY FORMER DAS FOR BEWT

DOWNEY. COUNCIL DOCUMENTS POUCHED AUGUST 12. TEXT OF LIST OF SUGGESTED CATEGORIES FOR COUNCIL'S PLANNED TRADE PUBLICATION INCLUDED. END SUMMARY

1. THE US-GDR INFORMAL TASK FORCE, PROPOSED AT THE JUNE 15 MEETING BETWEEN COMMERCE UNDER SECRETARY HARMAN AND GDR FOREIGN TRADE STATE SECRETARY BEIL, MET AT THE COMMERCE DEPARTMENT ON JULY 13 AND 19. AGENDA ITEMS LISTED REFTEL A. ON THE 13TH, PARTICIPATING BEWT OFFICIALS WERE LED BY DAS ALAN REICH AND ON THE 19TH BY ACTING DAS EDWARD STROH. GDR EMBASSY OFFICIALS PRESENT ON BOTH OCCASIONS WERE WERNER LANGE, COMMERCIAL COUNSELOR, AND DR. REINER SPRINGER, THIRD SECRETARY.

2. DISCUSSIONS WERE CONDUCTED IN A RELAXED ATMOSPHERE, WITH THE JULY 13TH MEETING FOCUSED ALMOST ENTIRELY ON TRADE PROMOTION QUESTIONS. THE U.S. SIDE REVIEWED OUR TECHNICAL SALES SEMINAR (TSS) PROGRAM: ITS PURPOSE, INTENDED AUDIENCES, AND THE EXTENSIVE ADVANCE PLANNING AND COORDINATION NECESSARY BY THE U.S. SIDE. WE POINTED OUT THAT WE HAVE ALREADY BEGUN PLANNING FOR THE 1979 TSS PROGRAM, WHICH SEEMED TO SURPRISE THE GDR SIDE. WE REMINDED THEM THAT THE COSTS OF MOUNTING A TSS ARE BORNE CONFIDENTIAL

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ALMOST ENTIRELY BY THE USG AND THE PARTICIPATING U.S. FIRMS. IN DISCUSSING THE TSS PLANNED FOR DECEMBER 1977, WE EMPHASIZED THAT THE "STORED ENERGY SYSTEMS" THEME IS BEING EXPANDED TO "ENERGY SYSTEMS" (REFTEL B) WHICH WOULD INCORPORATE ASPECTS OF "ELECTROENGINEERING", ONE OF THE TOPICS THE GDR HAS LISTED AS A DESIRABLE TSS THEME (REFTEL C). BEWT EXPRESSED APPRECIATION FOR THIS GDR LIST OF SUITABLE TSS THEMES--A LIST WITH WHICH THE GDR SIDE APPEARED UNFAMILIAR--AND NOTED THAT THE LIST WILL GREATLY FACILITATE BEWT'S PLANNING FOR TRADE PROMTION IN THE GDR. LANGE UNDERTOOK TO OBTAIN A GDR RESPONSE TO THE EXPANSION OF THE DECEMBER TSS THEME DURING HIS AUGUST TO MID-SEPTEMBER VISIT TO THE GDR.

3. LANGE THEN DESCRIBED THE GDR'S PRELIMINARY PLANS FOR THE "TECHNICAL DAYS" IN THE UNITED STATES, SCHEDULED FOR MAY 1978 IN SEVERAL U.S. CITIES, INCLUDING NEW YORK (MAY 8-11), CHICAGO (11-15), AND LOS ANGELES (16-18). PROGRAM WOULD FEATURE SPEECHES BY GDR SCIENTISTS, TECHNICIANS, ECONOMISTS, AND "MERCHANTS" (PRESUMABLY FTO OR ENTERPRISE PERSONNEL) FOR SELECTED INDUSTRY CATEGORIES. SIMILARITIES TO THE TSS PROGRAM WERE NOTED BY BOTH SIDES.

4. INDUSTRY CATEGORIES THE GDR PLANS TO EMPHASIZE ARE SPECIFIC KINDS OF PROCESS CONTROL AND MEASURING EQUIPMENT (VEB CARL ZEISS JENA); MACHINE TOOLS (E.G., ROLLING MILL

TECHNOLOGY AND EQUIPMENT, GRINDING OPERATIONS ETC.); TEXTILE MACHINERY, ESPECIALLY FOR WARP KNITTING; AND OFF-SET PRINTING EQUIPMENT, BOOKBINDING, AND PAPER-CUTTING EQUIPMENT. AUDIO-VISUAL DISPLAYS, AND MACHINE-TOOL AND PRINTING MACHINE DEMONSTRATIONS ARE BEING PLANNED.

5. LANGE MENTIONED THAT A GDR DELEGATION TO HELP WITH THE PLANNING OF "TECHNICAL DAYS" IS EXPECTED TO COME TO THE U.S. IN DECEMBER. HE HAD NO FURTHER DETAILS AT THIS  
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TIME CONCERNING THE SIZE OF LEVEL OF THE DELEGATION OR THE DURATION OF ITS VISIT.

6. LANGE ASKED WHAT HELP, GUIDANCE, AND/OR SPONSORSHIP BEWT COULD PROVIDE FOR THE "TECHNICAL DAYS". THE U.S. SIDE RESPONDED THAT COMMERCE, INCLUDING OUR DISTRICT OFFICES, WOULD PROVIDE THE GDR EMBASSY OFFICIALS WITH APPROPRIATE ASSISTANCE IN FIGURING OUT HOW TO LAUNCH SUCH A TRADE PROMOTION/MARKETING EFFORT IN THE UNITED STATES, AS WE HAVE DONE FOR OTHER EASTEUROPEAN COUNTRIES. WE POINTED OUT, HOWEVER, THAT SUCH ASSISTANCE CANNOT AND SHOULD NOT BE REGARDED BY THE GDR AS CONSTITUTING ANY FORM OF USG SPONSORSHIP OF GDR "TECHNICAL DYAS" IN THE UNITED STATES.

7. PURSUANT TO DR. BEIL'S REQUEST AT THE HARMAN/BEIL MEETING, THE U.S. SIDE HANDED TO LANGE A SUGGESTED LIST (SEE PARA. 19 BELOW) OF THE KINDS OF INFORMATION THE U.S. SECTION OF THE JOINT US-GDR TRADE AND ECONOMIC COUNCIL MAY FIND HELPFUL FOR THE PLANNED COUNCIL EXCHANGE-OF-COMMERCIAL-INFORMAL PUBLICATION. THE U.S. SIDE ADDED THAT THE LIST CONSTITUTES INFORMAL SUGGESTIONS ONLY, SINCE THE USG IS AN INTERESTED OBSERVER OF COUNCIL ACTIVITIES AND NOT A PARTICIPANT.

8. DAS REICH MENTIONED THE COUNSULAR CONVENTION NEGOTIATIONS AND EXPRESSED THE HOPE THAT PROGRESS TOWARD A SATISFACTORY CONCLUSION OF THE NEGOTIATIONS COULD BE MADE BEFORE LONG. HE NOTED THAT BEWT BELIEVES THE COUNSULAR CONVENTION WOULD FACILITATE THE DEVELOPMENT OF TRADE BY CONSTITUTING A POSITIVE STEP TOWARD NORMALIZATION OF RELATIONS BETWEEN THE UNITED STATES AND THE GDR. THE GDR SIDE MADE NO COMMENT.  
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9. AT THE CONCLUSION OF THE MEETING, BOTH SIDES EXPRESSED SATISFACTION THAT PROGRESS HAD BEEN MADE TOWARD DEVELOPING A CLEARER UNDERSTANDING OF EACH OTHER'S SPECIFIC TRADE PROMOTION PROGRAMS AND NEEDS.

10. THE JULY 19TH MEETING CONVENED IN A COMFORTABLE ATMOSPHERE. LANGE OPENED BY REMARKING THAT IN HIS VISITS TO VARIOUS U.S. FIRMS OVER THE LAST FIVE MONTHS, HE HAD DISCOVERED INTEREST IN THE GDR EMPHASIS ON COMPENSATION TRADING AND IN THE MECHANICS OF THE GDR APPROACH. HE INQUIRED IF BEWT WOULD BE INTERESTED IN HAVING A MEETING IN WHICH HE OR ONE OF THE OTHER GDR EMBASSY COMMERCIAL OFFICERS WOULD DESCRIBE THE GDR SYSTEM TO APPROPRIATE BEWT OFFICIALS FOR THEIR USE IN FACILITATING US-GDR TRADE. THE U.S. SIDE WELCOMED THE PROPOSAL. THE GDR EMBASSY PRESENTATION WAS MADE AT COMMERCE ON AUGUST 9TH BY COMMERCIAL COUNSELOR LOTHAR STRAGIES AND FIRST SECRETARY (COMMERCIAL) DIETER ROTHER. (REPORT TO FOLLOW SEPARATELY.)

11. AT LANGE'S REQUEST, THE U.S. SIDE PROVIDED MORE INFORMATION ABOUT THE ITEMS INCORPORATED IN THE LIST HANDED THE GDR SIDE AT THE PREVIOUS MEETING AS INFORMAL SUGGESTIONS OF CATEGORIES FOR THE JOINT TRADE COUNCIL'S PLANNED TRADE PUBLICATION. POINT BY POINT, THE U.S. SIDE EXPLAINED WHAT DEGREE OF ECONOMIC, COMMERCIAL, AND INDUSTRY/PROJECT DETAIL U.S. FIRMS NEED FROM GDR SOURCES, AND WHY AND HOW THE U.S. SIDE BELIEVES THE AVAILABILITY OF SUCH DETAIL CAN BENEFIT BOTH TRADING PARTNERS.

12. THE DISCUSSION INEVITABLY INCORPORATED BUSINESS FACILITATION QUESTIONS, EVEN THOUGH--IN A FORMAL AGENDA SENSE--BUSINESS FACILITATION PER SE HAD NOT YET BEEN ADDRESSED. FOR EXAMPLE, WITH REFERENCE TO ACCESS TO END-USERS, THE U.S. SIDE EMPHASIZED THE IMPORTANCE TO THE CONFIDENTIAL

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GDR OF ITS PERMITTING TECHNICIANS FROM U.S. FIRMS ACCESS TO GDR END-USERS, OUTSIDE THE CONTEXT OF THE LEIPZIG FAIRS AND ESPECIALLY DURING THE EARLY STAGES OF CONTRACT NEGOTIATIONS. WHEN LANGE EXPRESSED POLITE SKEPTICISM, THE U.S. SIDE POINTED OUT THAT SINCE MUCH SPECIALIZED U.S. EQUIPMENT IS CUSTOM-DESIGNED OR ASSEMBLED FOR A SPECIFIC FUNCTION, U.S. TECHNICIANS IN DISCUSSIONS WITH GDR END-USERS CAN OFTEN SUGGEST COMBINATIONS OF U.S. EQUIPMENT AND/OR TECHNOLOGY THAT THE GDR BUYER MAY NOT BE AWARE ARE EITHER AVAILABLE OR POSSIBLE. UNDER CONDITIONS OBTAINING IN THE ENTERPRISE CONCERNED, A SOMEWHAT DIFFERENT COMBINATION OF EQUIPMENT FROM THAT ORIGINALLY CONSIDERED CAN SOMETIMES RESULT IN INCREASED EFFICIENCY AND PRODUCTION CAPACITY FOR THE END-USER FOR ABOUT THE SAME PURCHASE PRICE. IN OTHER CASES, WHILE THE INITIAL PURCHASE PRICE MAY BE HIGHER THAN ANTICIPATED, LOWER PER-UNIT PRODUCTION COSTS AND INSTALLATION OF MORE ADVANCED EQUIPMENT FOR THE GDR ENTERPRISE CAN OFTEN ACCOMPLISHED, THUS MAKING THE

DIFFERENCE IN THE PURCHASE PRICE WORTHWHILE. LANGE UNDERTOOK TO PRESENT THIS POINT OF VIEW IN BERLIN.

13. OTHER POINTS EXPLORED IN THIS DISCUSSION INCLUDED THE ROLE OF GDR COMMERCIAL AGENTS IN TRADE NEGOTIATIONS; DESIRABILITY OF CURRENT LISTS OF PRODUCTS AVAILABLE TO U.S. FIRMS ENGAGING IN COMPENSATION TRADING WITH THE GDR (LANGE UNDERTOOK TO BRING THE U.S. SIDE A SAMPLE OF SUCH A LIST UPON HIS RETURN FROM THE GDR IN SEPTEMBER), AND THE USEFULNESS TO U.S. FIRMS OF GREATER DISAGGREGATION IN GDR TRADE AND PRODUCTION STATISTICS THAN IS AVAILABLE IN, FOR EXAMPLE, THE "STATISTICAL YEARBOOK."

14. LANGE EXPRESSED HIS APPRECIATION FOR THE DETAILED CONFIDENTIAL

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CLARIFICATION OF THE COUNCIL LIST AND NOTED THAT THE DISCUSSION HAD BEEN MOST HELPFUL.

15. THE TASK FORCE THEN TURNED TO THE QUESTION OF STATISTICAL DISCREPANCIES BETWEEN U.S. AND GDR REPORTING OF OUR BILATERAL TRADE. AFTER A REVIEW OF THE PROBLEM, THE U.S. SIDE AGREED TO EXPLORE WITH U.S. CUSTOMS WHETHER THERE MIGHT BE MEANS BY WHICH U.S. OFFICIAL FIGURES COULD BE MADE TO REFLECT MORE ACCURATELY TRANSSHIPMENTS OF U.S.-ORIGIN AGRICULTURAL COMMODITIES (APPARENTLY THE PRINCIPAL AREA IN WHICH THE DISCREPANCIES OCCUR). BEWT FOLLOW-UP ON THIS COMMITMENT HAS BEGUN. THE U.S. SIDE ALSO SUGGESTED THAT THE GDR DISCUSS WITH ITS PURCHASING AGENTS THE DESIRABILITY OF SHOWING WHENEVER POSSIBLE THE GDR AS FINAL DESTINATION ON APPROPRIATE DOCUMENTS CONCERNING CARGOES BEING TRANSSHIPPED TO THE GDR.

16. THE MEETING WAS ADJOURNED WITH EXPRESSIONS OF SATISFACTION BY BOTH SIDES. A THIRD SESSION IS ANTICIPATED FOLLOWING LANGE'S RETURN FROM THE GDR IN MID-SEPTEMBER TO COVER THE REMAINING AGENDA ITEMS AND FOLLOW-UP SUGGESTIONS OR COMMITMENTS FROM THE PREVIOUS SESSIONS.

17. WITH REFERENCE TO BEIL'S COMMENT ON POSSIBLE ANTI-TRUST PROBLEMS FOR U.S. MEMBERS OF THE JOINT COUNCIL DUE TO THE "CLOSED" NATURE OF THE U.S. SECTION (REFTEL D, PARA. 5), FORMER DAS FOR BEWT DOWNEY ON A COUPLE OF OCCASIONS IN FALL 1976 AND SPRING 1977 SUGGESTED INFORMALLY TO JEROME OTTMAR, HEAD OF THE U.S. SECTION, THAT POSSIBLE IMPLICATIONS OF THIS QUESTION SHOULD BE CHECKED OUT WITH THE JUSTICE DEPARTMENT. WHAT ACTION, IF ANY, OTTMAR HAS TAKEN ON THIS MATTER IS UNKNOWN TO BEWT.

18. A COMPLETE SET OF JOINT COUNCIL DOCUMENTS WAS POUCHED AUGUST 12, INCLUDING MINUTES OF THE FIRST PLENARY AND THE "JOINT PROGRAMS OF WORK" FOR THE THREE SUBCOMMITTEES AND

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THE JOINT COUNCIL AS A WHOLE.

19. TEXT OF THE LIST REQUESTED BY BEIL AND PRESENTED TO  
LANGE AT THE FIRST INFORMAL TASK FORCE MEETING:

INFORMATION THAT MEMBER ORGANIZATIONS MIGHT FIND USEFUL  
TO HAVE PUBLISHED IN THE JOINT COUNCIL'S TRADE PUBLICATION

DATA THAT U.S. MEMBERS MIGHT FIND USEFUL:

-- INFORMATION ON GDR PURCHASING PLANS IN HARD CURRENCY  
COUNTRIES DURING THE CURRENT PLAN YEAR.

-- INFORMATION ON MAJOR PROJECTS AND EQUIPMENT PURCHASES  
PLANNED FOR THE REMAINDER OF THE CURRENT FIVE-YEAR PLAN

-- INFORMATION ON THE GENERAL THRUST OF LONGER RANGE  
PLANS (10, 15 YEAR PLANS IF ANY SUCH EXIST)

-- INFORMATION ON THE GDR'S AREA OF SPECIALIZATION IN  
THE CEMA INTEGRATION PROGRAM

-- PRODUCTS THAT MIGHT BE AVAILABLE FOR PURCHASE BY U.S.  
FIRMS AS PART OF COMPENSATION TRANSACTIONS.

-- THE GDR'S VIEW OF THE ROLE OF COUNTERTRADE IN THEIR  
FOREIGN TRADE, RESPONSIBILITIES OF VARIOUS ORGANIZATIONS,  
ETC.

-- DETAILED INFORMATION ON THE RESPONSIBILITIES OF THE  
FTO'S, HOW THEY INTERACT WITH OTHER INDUSTRIAL/COMMERCIAL  
ORGANIZATIONS IN THE GDR, THE ROLE OF THE REPRESENTATION  
COMPANIES, ETC.

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--CHANGES IN THE RESPONSIBILITIES OF FTO'S AS THEY OCCUR.

-- THE ROLE OF THE LEIPZIG TRADE FAIR IN THE GDR  
FOREIGN TRADE SYSTEM.

-- PROCEDURES FOR OBTAINING ACCESS TO END-USERS IN THE GDR.

-- THE ENERGY SITUATION IN THE GDR AND PROSPECTS FOR THE  
FUTURE.

INFORMATION GDR MEMBERS MIGHT FIND USEFUL:

-- INFORMATION ON HOW THE MARKETING SYSTEM IN THE U.S.

OPERATES

-- INTERPRETIVE PIECES ON THE U.S. ECONOMY BY PROMINENT  
ECONOMISTS

-- ANALYSES OF INDIVIDUAL INDUSTRY SECTORS OF SPECIAL  
INTEREST TO GDR ORGANIZATIONS (MACHINE TOOLS, ELECTRONICS,  
ETC.)

-- INFORMATION ON U.S.CUSTOMS REGULATIONS, REGULATIONS  
PROTECTING AGAINST MARKET DISRUPTION, FOREIGN INVESTMENT  
IN THE U.S., ETC. CHRISTOPHER

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## Message Attributes

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